



**PITTSFIELD POLICE DEPARTMENT
BERKSHIRE COUNTY SRT**

April 10, 2012

TO: Chief Michael Wynn / Pittsfield Police Department
Lieutenant Michael Winston / Berkshire County SRT Team Commander
Susan Brown / Homeland Security Program Manager

FROM: Officer Matthew Kirchner / Berkshire County SRT Team Sniper / Operator

RE: Equipment Proposal

The purpose of this proposal is to request funding for ballistic rated helmets, ballistic entry shields, CBRN protective gas masks, tactical communications headsets and night vision optics equipment for the Berkshire County Special Response Team (Berkshire County SRT), utilizing monies to be funded through the Western Massachusetts Homeland Security Council. Presently the Berkshire County SRT consists of 30 team members who include supervisors, commanders, and patrol officers from the Pittsfield Police Department as well as officers from the Lenox, Lee, Great Barrington, Dalton, and North Adams Police Departments. The Berkshire County SRT is a county wide Special Response Team with its base of operations at the Pittsfield Police Department. Currently the Team is relied upon to respond to a variety of situations located throughout Berkshire County. All of them by their nature are dangerous and life threatening. Our team works in cooperation with officers and firefighters from our regional HazMat Team and Fire Services based out of the Pittsfield Fire Department Headquarters. We are also assisted by EMT's and Medics with County Ambulance Services who provide EMS services within Berkshire County. The Special Response Team is also in a position to support and protect other responders in the Chemical Biological Radioactive Nuclear Explosive (CBRNE) field. This includes State Police Bomb Team personnel, Federal Personnel, etc, who may be called upon to respond to such an incident such as Weapons of Mass Destruction (WMD) and/or Terrorist attacks.

It was recently brought to our attention that other Homeland Security Councils within Massachusetts have utilized Homeland Security funds to replace and issue ballistic rated helmets and ballistic entry shields to be deployed with Special Operations Teams similar to the Berkshire County SRT. Furthermore after speaking with Steve White of MAPC it was determined that MAPC is currently working on a statewide IFB bid to encompass all of the regional SWAT type teams within Massachusetts. The pending IFB consists of ballistic helmets, CBRN gas masks, tactical communication headsets, and training/familiarization time for each operator issued this equipment statewide.

Currently our team is utilizing outdated helmets for our operations. Though we do have several ballistic rated helmets issued to our operators, the majority of our current helmets are non-ballistic rated helmets. These non-ballistic rated helmets are very similar in type to the "riot" type helmets in use within correctional institutions currently and by police forces approximately 20-30 years ago. Our current ballistic helmets are approximately 10 years old, while our non-ballistic helmets are much older. Our two Protech ballistic entry shields currently in use by our team are approximately 15-20 plus years old and are past the useful suggested life per the manufacturer. Per the manufacturer suggested guidelines for ballistic entry shields they should be replaced every five years. Protech Tactical is a Pittsfield, MA based company and I have been informed that although the ballistic properties of our current equipment may still be normal, they cannot make any guarantees as to the ballistic properties due to equipment use and wear over time, and thus the 5 year replacement recommendation. The ballistic shields that we currently have in service have also been repaired several times due to the volume of use in service that they have seen over the years and the current lighting on these shields is inoperative due to the parts being unavailable to repair the lighting systems they contain.

Our current communications equipment is extremely poor and unsecure. New headsets would allow secure communications and also provide hearing protection for each operator. The final specifications for the communications gear has not been finalized and is pending at this time. Also pending approval would be new CBRN gas masks to outfit each operator with current gas masks and the necessary attachments. The pending IFB will better dictate which equipment will be deployed throughout the Commonwealth. During the course of my conversations with Steve White, Chief Wynn And the Command Staff of the Berkshire County SRT we have determined that this IFB for ballistic helmets, CBRN gas masks, and tactical communications headsets will be of great benefit to the Berkshire County SRT and will cost approximately \$3000-\$3500 per operator. Based upon the number of 30 operators we are requesting the Western Massachusetts Homeland Security Council approve a base amount of \$100,000.00 to be utilized for the above mentioned equipment. We are asking that these monies be temporarily earmarked to be used for this project.

Additionally we are asking that the Western Massachusetts Homeland Security Council approve and fund the purchase of two ballistic entry shields in the amount of \$3650.00

By replacing our current equipment our hope is to utilize our existing equipment to maintain a small emergency equipment cache (ballistic vests, ballistic helmets, and ballistic shields) to be utilized by Fire and EMS personnel in the event of a major incident. This emergency cache of equipment would be utilized to provide better safety and protection for first responders on scene. Although this used equipment cache will be older and somewhat dated, it will still serve to provide a greater level of safety and security to first responders that would otherwise have no level of ballistic protection when working in or near a "Hot Zone" environment should the need arise.

The next item we are requesting the Western Massachusetts Homeland Security Council consider for funding is night vision optics to be utilized by the Berkshire County SRT. Currently our team is called upon to deploy all over the Western Massachusetts Region for a multitude of incidents. More often than not we find that these special operations take place in the darkness of night. Currently our team has no way of effectively gathering intelligence in night time settings while remaining undetected, or

observing a particular site to determine the safety risks and hazards that may be present for any responding agencies in darkness. Our team is requesting two night vision monoculars be purchased to fill this equipment void that we currently have.

By purchasing two night vision optics systems our team would be able to effectively deploy two separate sniper/observer teams to target locations prior to bringing an entry team to that location. This would more effectively allow us to gather intelligence, determine better perimeters on target locations, and allow commanders to determine more effective staging areas for Fire and EMS personnel. By doing this we greatly reduce the risk of putting responders in life threatening situations, due to the intelligence gathered by night vision systems. It is a proven statistic based on the 2011 Police Utilization Survey completed by the American Sniper Association (ASA) that approximately 42% off all SWAT related deaths in 2011 occurred in evening hours in poor lighting or darkness situations. Based on the 2011 statistical data reported by the ASA, 44% of SWAT callouts were between the hours of 6PM-6AM. In a number of the after action reports provided to the ASA, lack of night vision capabilities were noted as an extreme hinderance. By Nature SWAT related callouts have a high statistical probability and historical record of taking place in poor lighting. The use of night vision optics would have provided a significant increase in the safety and security of the responders in these incidents.

The Night Vision Monoculars we are requesting are manufactured by the ATN Corporation and are listed on the current GSA Contract #GS-07F-0169M. We are requesting two units to be purchased by the Western Massachusetts Homeland Security Council to be utilized by the Berkshire County SRT. The two (2) Night Vision units we are requesting are the "NVDNNPS223P" night vision monocular and three (3) Scope Mounting System adapters. The costs provided to me by Reza Sadeghi, Law Enforcement Sales agent ATN Corp., have been communicated to me via email. I have attached a copy of an email communication from the ATN Corp. and do apologize for not attaching a formal quote for this equipment. (SEE ATTACHED EMAIL) As of the time of this letter I have been unable to have a formal quote completed but have attached the email communication to verify pricing for the equipment purchase request. The total dollar amount requested to fund this equipment is \$7565.00.

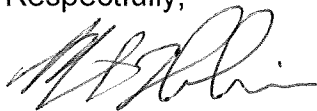
I have personally reviewed the price quote provided by Allsports Heroes and the ATN Corporation and based on the current state contract pricing and government GSA pricing, find that this would be a substantial savings for our state. This equipment would offer significant improvements in providing the best possible safety for public safety personnel and our communities.

In closing, I have spoken with representatives of numerous different agencies that currently utilize the equipment we are requesting and have found that it has performed extremely well for those agencies. Therefore I ask that the Berkshire County Special Response Team should be provided with current Protech Ballistic Helmets, CBRN gas masks, Tactical communications headsets, Protech Ballistic Entry Shields, and ATN Corporation Night Vision Monoculars to enhance our capabilities and further enhance and protect the lives of our citizens in Berkshire County and the Western Massachusetts Region.

Should you have any questions, or require additional information, please feel free to contact me at any time.

Thank you for your consideration of this matter.

Respectfully,

A handwritten signature in black ink, appearing to read 'M. Kirchner', written in a cursive style.

Officer Matthew Kirchner
Pittsfield Police Department
Berkshire County SRT Sniper / Operator



All Sports / Heroes Uniforms, Sporting Goods & Promotions
18 First Street
Lowell, MA 01850
(978) 452-1976 Fax: (978) 452-2707

HOURS
Mon-Fri 9AM-5PM
Saturday 9AM-1PM

DATE	4/3/2012
COMPANY / CUSTOMER	Pittsfield Police - Matthew Kirchner
TELEPHONE	413-448-9700 x386
EMAIL	mkirchner@pittsfield.net

STATE VENDOR CODE: 6000189332

BODY ARMOR STATE CONTRACT - LAW14

Description	Size	QTY	UNIT PRICE	TOTAL PRICE
1 474 Delta 4™ Combat Helmets, Flat One Day	Size	200	\$740.00	\$7,260.00
2 Intruder™ Shield with Viewport and dual LED lighting system	20"x34"	2	\$1,825.00	\$3,650.00
			TOTAL	\$10,850.00

NOTE: Deduct \$50 per shield if dual halogen lighting system is preferred.

Information is required at time of order if Night Vision Goggle mounting holes are needed
Make and model of the NVG system and sample of the mounting plate are required

PRICE IS VALID THROUGH JUNE 30, 2012 OR AS MAY BE REVISED THROUGH CONTRACT PROCESSES

TURNAROUND TIME IS APPROXIMATELY 4-5 WEEKS FROM DATE OF ORDER

IF YOU HAVE ANY QUESTIONS, OR NEED ADDITIONAL INFORMATION, PLEASE FEEL FREE
TO CONTACT ME AT (978) 452-1976

THANK YOU FOR THE OPPORTUNITY TO PROVIDE YOU WITH THIS QUOTE. WE APPRECIATE
YOUR BUSINESS!

SINCERELY,

Barbara Normandin
General Manager
978-452-1976 x353 (best to page me)
bnormandin@allssportsheroes.com

From:  "Reza Sadeghi" <rsadeghi@atncorp.com>

Thu, Apr 05, 2012 7:12:00 PM

Subject: RE: night vision quote

To:  Matthew Kirchner

Attachments:  RFQ.pdf

139K

 2012 ATN Catalog.pdf

13M

Hi Matthew,

It was good to speak with you again this afternoon.

Here is the pricing for the products you requested:

~~PS22-3 (NVDNPS2230): \$3,363.00 each~~

~~PS22-3A (NVDNPS223A): \$3,230.00 each~~

PS22-3P (NVDNPS223P): \$3,673.00 each

Scope Mounting System: \$73.00 each

<http://www.atncorp.com/atn-corporate-info>

Please feel free to contact me if you have any additional questions.

Sincerely,

Reza

Reza Sadeghi
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GSA Schedules #: GS-07F-0169M

On Line ATN Catalog <http://www.atncorp.com/night-vision-catalog-online>